A3940-1.24

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1990

MIDDLE ATLANTIC REGION (MAPA)

American University
Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 10, 1990 through February 8, 1990) and cumulatively (September 1, 1989, and February 8, 1990). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	21	539	$26545	$27006	$28600	$26500	$23040	53	962	$27691	$26730	$33000	$28600	$21500
ACCOUNTING (PRIVATE)	3	106	25633	26959	*	*	*	8	236	22505	25396	*	*	*
COMMERCIAL BANKING (CNSMR	+	7	+	19415				+	22	+	20032			
COMMERCIAL BANKING (LENDG	+	17	+	22571				+	38	+	22399			
INVESTMT BANKING (CORP FN	+	4	+	30400				1	8	30800	27720	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	21334			
INVESTMT BANKG (REAL EST)	+	+	+	+				+	3	+	27000			
INVESTMT BANKG (SALES & T	+	1	+	30000				+	1	+	30000			
FINANCIAL/TREASURY ANALYS	1	35	23816	27514	*	*	*	1	76	23816	26295	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	2	+	21900				+	6	+	20767			
UNDERWRITING	+	11	+	22136				+	31	+	21888			
INSURANCE - CLAIMS	+	6	+	20967				+	23	+	21349			
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	6	+	17630			
MEDIA PLANNING	+	1	+	16000				+	6	+	20739			
REPORTING	+	1	+	16200				+	4	+	15740			
PRODUCTION	+	2	+	27700				+	11	+	25856			
PUBLIC RELATIONS	+	3	+	16493				+	15	+	18961			
WRITING / EDITING	+	2	+	15700				+	10	+	18560			
MARKETING														
ADVERTISING	+	4	+	20010				+	10	+	18054			
BRAND/PRODUCT MANAGEMENT	1	7	23000	23057	*	*	*	2	34	24880	23702	*	*	*
BUYER/MERCHANDISING	+	49	+	21249				1	76	20000	22298	*	*	*
DISTRIBUTION	+	8	+	23900				1	17	28500	23495	*	*	*
MARKET RESEARCH	+	3	+	23667				1	6	26760	23960	*	*	*
PURCHASING	2	7	25800	25731	*	*	*	3	10	26700	24431	*	*	*
SALES	6	114	28160	24914	*	*	*	10	312	29006	24464	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	3	+	21667				1	11	17000	19658	*	*	*
FINANC,TAXA, MONETARY POL	+	3	+	22890				+	9	+	23741			
ECONOMIC PROGRAMS	+	+	+	+				+	1	+	18000			
LAW ENFORCEMENT	+	1	+	19493				+	3	+	20664			
MILITARY	+	5	+	26437				+	32	+	22293			
NATIONAL SECURITY	+	1	+	32700				+	1	+	32700			
URBAN / REGIONAL PLANNING	+	+	+	+				+	1	+	27500			
ENGINEERING														
BIOENGINEERING	+	5	+	25010				+	5	+	25010			
DESIGN / CONSTRUCT	2	131	31830	30212	*	*	*	6	332	30727	29845	*	*	*
ENVIRONMENTAL/SANITATION	+	11	+	28418				+	25	+	27890			
MANUFACTURING/INDUSTRIAL	19	146	31781	32231	*	*	*	30	385	31352	31859	33000	32040	27256
SYSTEMS / PROGRAMMING	+	35	+	30222				1	70	29800	30682	*	*	*
POWER SYSTEMS	2	19	30930	30244	*	*	*	10	67	32445	31335	*	*	*
SOFTWARE DESIGN & DEVELOP	4	37	32277	31672	*	*	*	7	67	29305	31252	*	*	*
HARDWARE DESIGN & DEVELOP	1	26	36800	32690	*	*	*	1	56	36800	31737	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	1	50	$30900	$31729	*	*	*	14	128	$27791	$31079	*	*	*
TESTING	3	32	30040	29898	*	*	*	4	70	30733	30120	*	*	*
PROCESS ENGINEERING	9	112	35191	34606	*	*	*	15	207	34883	34397	*	*	*
PROJECT ENGINEERING	9	127	32090	31691	*	*	*	21	247	31925	32051	$34140	$32040	$30800
OTHER ENGINEERING	4	90	31059	30699	*	*	*	7	217	31177	30625	*	*	*
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	4	+	25555				1	14	27500	21283	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	+	+	+			
MEDICAL TECHNOLOGY	+	1	+	18000				+	9	+	21690			
NURSES / PERSONAL CARE	+	1	+	27000				+	8	+	24475			
OCCUPATIONAL THERAPY	+	+	+	+				3	3	25346	25346	*	*	*
PHARMACIST	3	5	38478	37787	*	*	*	3	6	38478	36522	*	*	*
PHYSICAL THERAPY	+	+	+	+				+	+	+	+			
RESPIRATORY THERAPY	+	+	+	+				+	+	+	+			
OTHER HEALTH RELATED	+	2	+	17518				1	16	18500	19832	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	3	+	16567				+	6	+	15947			
COUNSELING	+	2	+	20225				+	15	+	15743			
FUNDRAISING / DEVELOPMENT	+	+	+	+				1	5	20000	17180	*	*	*
SOCIAL WORK	+	1	+	18954				+	10	+	17262			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	9	87	26378	28660	*	*	*	12	181	26119	27717	*	*	*
INFORMATION SYSTEMS	1	17	25900	27955	*	*	*	3	87	26833	26847	*	*	*
SYSTEMS ANALYSIS & DESIGN	3	38	27868	30159	*	*	*	6	96	25792	29160	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	3	+	28433				+	8	+	29675			
AGRICULTURE/NAT'L RESOURC	1	24	18000	19799	*	*	*	1	35	18000	19905	*	*	*
ARCHITECTURE	+	+	+	+				+	5	+	18130			
CONSULTING	+	34	+	28418				3	81	26667	27118	*	*	*
HUMAN RESRCS /INDUS RELS	1	10	21000	24850	*	*	*	3	25	21267	23027	*	*	*
MANAGEMENT TRAINEE	8	122	24015	20705	*	*	*	19	389	22228	20684	*	*	*
MATH/STATISTICIANS	+	1	+	25500				2	7	19493	22184	*	*	*
PARALEGAL	+	1	+	20000				+	3	+	19333			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	1	+	25000			
RESEARCHERS - TECHNICAL	+	1	+	18000				+	6	+	23020			
TEACHING	+	60	+	19802				2	282	24202	18890	*	*	*
TOTALS	114	2180						258	5156					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 1 FEBRUARY 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	6	+	$27983				+	80	+	$30160			
MBA--NON-TECH	2	29	$31900	35141	*	*	*	2	71	$31900	32593	*	*	*
MBA--TECH	+	9	+	34256				+	14	+	36280			
MS-BUSINESS	1	7	45000	37786	*	*	*	1	16	45000	34006	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	8	+	42206				+	15	+	35257			
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	3	+	31775				+	5	+	31065			
MANAGEMENT INFORMATION SY	+	1	+	38400				+	3	+	37133			
MARKETING/MKTNG MGT (RESE	+	1	+	50000				+	3	+	35271			
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	29000			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	3	+	22800			
ELEMENTARY EDUCATION	+	1	+	27740				+	11	+	23002			
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	1	+	24000				+	6	+	21915			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
LETTERS	+	+	+	+				+	1	+	12000			
VISUAL & PERFORMING ARTS	+	+	+	+				+	+	+	+			
HUMANITIES - OTHER	+	1	+	20000				+	1	+	20000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	32200			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	1	+	23419			

continued

MAPA REGIONAL Report No. 1 FEBRUARY 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	3	+	$35372				+	9	+	$35688			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	+	2	+	38500				+	10	+	35791			
CIVIL	+	13	+	32592				+	47	+	31711			
COMPUTER	+	+	+	+				+	1	+	39364			
ELECTRICAL/ELECTRONIC	1	15	$37500	38149	*	*	*	3	43	$34032	36688	*	*	*
INDUSTRIAL	1	2	35600	35300	*	*	*	1	9	35600	37056	*	*	*
MECHANICAL	1	29	36900	37860	*	*	*	3	39	34712	37083	*	*	*
METALLURGICAL	+	5	+	38280				+	5	+	38280			
MINING & MINERAL	+	+	+	+				+	1	+	30000			
NUCLEAR	+	+	+	+				+	+	+	+			
PETROLEUM	+	4	+	38325				1	8	30000	38513	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	1	1	24000	24000	*	*	*	1	2	24000	29124	*	*	*
HEALTH SCIENCES	+	+	+	+				+	2	+	20800			
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	+	+	+			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	1	2	31500	30500	*	*	*	2	3	33250	32000	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	12	+	41550				+	32	+	37292			
SCIENCES														
GEOLOGY & RELATED GEOLOGI	1	1	34800	34800	*	*	*	1	11	34800	32528	*	*	*
MATHEMATICS (INCL ACTUARI	+	1	+	28395				+	8	+	32343			
PHYSICS	+	1	+	30000				+	3	+	29917			
POLYMER	+	+	+	+				2	2	34980	34980	*	*	*
TOTALS	9	158						17	470					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	17	+	$38494				+	34	+	$40276			
MBA--TECH	+	1	+	40000				+	3	+	39333			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	13	+	48377				+	29	+	44776			
MBA--TECH	+	2	+	41750				+	7	+	53371			
OVER 4 YEARS														
MBA--NON-TECH	+	9	+	42100				+	28	+	44746			
MBA--TECH	+	+	+	+				+	3	+	67333			
TOTALS	+	42						+	104					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	1	+	$38000				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	1	+	58000			
ECONOMICS	+	+	+	+				+	1	+	38000			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	38000				+	5	+	37560			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	+	+	+			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				+	1	+	24000			
PSYCHOLOGY	+	+	+	+				+	+	+	+			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	4	+	31200			
ENGINEERING														
AEROSPACE	+	+	+	+				+	1	+	50000			
CHEMICAL	+	2	+	50500				+	9	+	48447			
CIVIL	+	1	+	37200				+	1	+	37200			
COMPUTER	+	+	+	+				+	+	+	+			
ELECTRICAL/ELECTRONIC	+	1	+	55900				+	4	+	57975			
INDUSTRIAL ENGINEERING	+	+	+	+				+	+	+	+			
MECHANICAL	+	+	+	+				+	2	+	45500			
METALLURGICAL	+	+	+	+				1	2	$51120	52560	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	33550			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	+	+	+				+	6	+	39383			
GEOLOGICAL SCIENCES	+	+	+	+				+	+	+	+			
MATHEMATICS	+	+	+	+				+	2	+	36000			
PHYSICS	+	+	+	+				+	3	+	42293			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	+	6						1	45					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	27640 53 37400/21500						28800 1		
BUSINESS ADMIN (INCL MGMT						21400 2			
ECONOM & FINANCE (BANKING	28375 4								
CIVIL								27000 1	
ELECTRICAL/ELECTRONIC						33500 1			
ENGINEERING TECHNOLOGY							29800 1		
COMPUTER SCIENCE				25900 1		29420 5			
INFORMATION SCIENCES & SY						26500 4			

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	26000 1								
BUSINESS ADMIN (INCL MGMT				20000 1		20400 2			
ECONOM & FINANCE (BANKING				24000 1		22800 1			
MARKETING/MARK MGMT (RESR	23000 1			25000 1		21713 3			
TEXTILES & CLOTHING						20000 1			
MERCHANDISING MANAGEMENT						14490 2			
VISUAL & PERFORMING ARTS						14500 1			
HISTORY						22800 1			
POLITICAL SCIENCE/GOVT		16120 1							
PSYCHOLOGY						18000 1			
INDUSTRIAL						24700 2			
COMPUTER SCIENCE	26004 1								
PHARMACY						41600 1			

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BUSINESS ADMIN (INCL MGMT						17000 1			
ECONOM & FINANCE (BANKING			20004 1						
ELEMENTARY EDUCATION					24202 2				
PSYCHOLOGY								18500 1	
ELECTRICAL/ELECTRONIC			29910 1	32269 8	25343 3	26111 8			
INDUSTRIAL			27600 2	31700 1					
MECHANICAL						25343 4			
COMPUTER SCIENCE						23716 3			
COMPUTER PROGRAMMING					25343 3				
INFORMATION SCIENCES & SY				27600 1					
ALLIED HEALTH								25800 1	
HEALTH SCIENCES					26237 1				25750 2
PHARMACY								36917 2	
MATHEMATICS						19493 2			

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING									27320 2
BUSINESS ADMIN (INCL MGMT									24360 5
DISTRIBUTION MANAGEMENT									28500 1
MARKETING/MARK MGMT (RESR							29736 1		26760 2
CHEMICAL									35317 13
CIVIL								29000 2	
ELECTRICAL/ELECTRONIC									32500 1
INDUSTRIAL								31500 2	33020 4
MECHANICAL							32550 2	29820 1	34050 4
COMPUTER SCIENCE									30000 1
HEALTH SCIENCES				20000 1					

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING					24900 1				
BUSINESS ADMIN (INCL MGMT		25800 2							
ECONOM & FINANCE (BANKING	23816 1								
MANAGEMENT INFO SYSTEMS					25800 1				
MARKETING/MARK MGMT (RESR		22000 1							
AEROSPACE & AERONAUTICAL		31100 1							
CHEMICAL								33700 1	
COMPUTER		36800 1							
ELECTRICAL/ELECTRONIC	32136 1	31800 11		33000 1	31200 1			33000 1	34000 1
INDUSTRIAL		31140 9			32400 1			31200 1	
MECHANICAL		30963 12			30720 5		33450 2	35100 2	
METALLURGICAL					32220 1				
MINING (INCL GEOLOGICAL)						28500 1			
NUCLEAR		33120 1			32560 3				
ENGINEERING TECHNOLOGY		31500 1							
NATURAL RESOURCES								18000 1	
COMPUTER SCIENCE	28008 1	26100 1							
INFORMATION SCIENCES & SY					25800 1				

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							14000 1
INDUSTRIAL							31050 2
MECHANICAL		32700 1				33180 1	
MINING (INCL GEOLOGICAL)							31500 1

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	27692 57 37400/21500					21400 2	28800 1		
BACHELOR - TECHNICAL				25900 1		28660 10	29800 1	27000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24500 2	16120 1		23000 3		19418 12			
BACHELOR - TECHNICAL	26004 1					30333 3			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			20004 1		24202 2	17000 1		18500 1	
BACHELOR - TECHNICAL			28370 3	31745 10	25471 7	24729 17		33211 3	25750 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL							29736 1		25846 10
BACHELOR - TECHNICAL				20000 1			32550 2	30164 5	34343 23 36600/32500

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	23816 1	24533 3			25350 2				
BACHELOR - TECHNICAL	30072 2	31358 37 36800/28500		33000 1	31075 12	28500 1	33450 2	31017 6	34000 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL							14000 1
BACHELOR - TECHNICAL		32700 1				33180 1	31200 3

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	27653 52 37400/21500	23908 5							
ECONOM & FINANCE (BANKING	29700 1	24000 1			30800 1				23816 1
MARKETING/MARK MGMT (RESR		22000 1							
VISUAL & PERFORMING ARTS		14500 1							

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BUSINESS ADMIN (INCL MGMT						25800 2		17000 1	
DISTRIBUTION MANAGEMENT				28500 1					
ECONOM & FINANCE (BANKING							20004 1		
MARKETING/MARK MGMT (RESR		24880 2			26760 1		27079 3		
TEXTILES & CLOTHING			20000 1						
ELECTRICAL/ELECTRONIC							32500 1		
INDUSTRIAL						28500 1	31264 5		

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
AEROSPACE & AERONAUTICAL							31100 1		
CHEMICAL									34500 1
CIVIL							29000 2		
ELECTRICAL/ELECTRONIC									31094 6
INDUSTRIAL							31500 1		30882 12
MECHANICAL							31200 1		31671 10
METALLURGICAL									32220 1
NUCLEAR							32560 1		

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
CHEMICAL							35255 13		
COMPUTER				36800 1					
ELECTRICAL/ELECTRONIC		32269 8	27382 4		26369 6	32812 1		30690 8	32545 3
INDUSTRIAL					31680 1		31560 1	32000 1	
MECHANICAL		33180 1			28453 7	29310 2	33360 1	32778 10	30300 2
MINING (INCL GEOLOGICAL)									30000 2
NUCLEAR		33120 1						32560 2	
ENGINEERING TECHNOLOGY	29800 1					31500 1			
COMPUTER SCIENCE			31869 3						

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
PSYCHOLOGY									18500 1
ALLIED HEALTH					25800 1				
HEALTH SCIENCES	27500 1				25119 2				
PHARMACY						38478 3			

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						28800 1			
MANAGEMENT INFO SYSTEMS						25800 1			
NATURAL RESOURCES									18000 1
COMPUTER SCIENCE					26400 4	25900 1	25431 5		
COMPUTER PROGRAMMING					25343 3				
INFORMATION SCIENCES & SY					26360 5		27600 1		
HEALTH SCIENCES			20000 1						

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		27000 1							
BUSINESS ADMIN (INCL MGMT			21267 3	23086 7					
ECONOM & FINANCE (BANKING		26500 2		22800 1					
MARKETING/MARK MGMT (RESR				19320 2					
ELEMENTARY EDUCATION									24202 2
MERCHANDISING MANAGEMENT				14490 2					
HISTORY				22800 1					
POLITICAL SCIENCE/GOVT				16120 1					
PSYCHOLOGY				18000 1					
CIVIL				27000 1					
ELECTRICAL/ELECTRONIC				31200 1					
INDUSTRIAL				27600 2					
MATHEMATICS					19493 2				

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90/ THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	23	647	$26537	$27070	$28600	$26500	$23040	59	1187	$27344	$26548	$33000	$28500	$21500
BUSINESS ADMIN (INCL MGMT	4	57	24900	22347	*	*	*	13	243	22615	21855	*	*	*
DISTRIBUTION MANAGEMENT	+	8	+	25200				1	18	28500	24489	*	*	*
ECONOM & FINANCE (BANKING	4	95	22655	23479	*	*	*	8	238	25515	23281	*	*	*
HOTEL/RESTAURANT MGMT.	+	8	+	19100				+	27	+	19873			
HUMAN RSRCS (incl LABOR R	+	18	+	24153				+	30	+	23762			
MANAGEMENT INFO SYSTEMS	+	27	+	27245				1	92	25800	27064	*	*	*
MARKETING/MARK MGMT (RESR	4	117	24264	23402	*	*	*	9	316	24266	22748	*	*	*
REAL ESTATE	+	7	+	24880				+	9	+	25484			
COMMUNICATIONS														
ADVERTISING	+	3	+	21548				+	9	+	19227			
COMMUNICATIONS	+	25	+	20684				+	69	+	20150			
JOURNALISM	+	5	+	18540				+	22	+	16440			
TELECOMMUN/BROADCASTING	+	3	+	17593				+	8	+	20715			
EDUCATION														
ELEMENTARY EDUCATION	+	38	+	20445				2	157	24202	19048	*	*	*
PRE-ELEMENTARY EDUCATION	+	2	+	16374				+	7	+	14742			
PHYSICAL EDUCATION	+	2	+	15850				+	15	+	19829			
SPECIAL EDUCATION	+	9	+	18628				+	28	+	19240			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	25000				+	31	+	18519			
TEXTILES & CLOTHING	+	18	+	20219				1	28	20000	20269	*	*	*
MERCHANDISING MANAGEMENT	+	2	+	20000				2	24	14490	18032	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	2	+	21250				+	4	+	19439			
LETTERS (incl English, Li	+	7	+	19325				+	34	+	18543			
VISUAL & PERFORMING ARTS	+	5	+	20815				1	27	14500	19091	*	*	*
HUMANITIES - OTHER	+	18	+	19911				+	27	+	20937			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	2	+	19747				+	6	+	20999			
HISTORY	1	2	22800	20877	*	*	*	1	5	22800	20951	*	*	*
POLITICAL SCIENCE/GOVT	+	3	+	18567				1	24	16120	20561	*	*	*
PSYCHOLOGY	1	9	18000	20771	*	*	*	2	30	18250	18459	*	*	*
SOCIOLOGY	+	1	+	24000				+	6	+	20332			
SOCIAL SCIENCES-OTHER	+	2	+	16500				+	11	+	17939			
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	24	31100	30450	*	*	*	1	46	31100	30616	*	*	*
AGRICULTURAL	+	+	+	+				+	3	+	27999			
ARCHITECTURAL	+	11	+	30856				+	14	+	29937			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	2	+	28000			
CHEMICAL	9	125	35318	35174	*	*	*	14	232	35201	34955	*	*	*
CIVIL	1	94	27000	28620	*	*	*	3	236	28333	27558	*	*	*
COMPUTER	1	10	36800	31140	*	*	*	1	31	36800	30994	*	*	*
ELECTRICAL/ELECTRONIC	12	232	31899	31508	*	*	*	38	499	30319	31283	33696	31500	25343

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90/ THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	+	+	+			
INDUSTRIAL	12	26	$30053	$29958	*	*	*	24	145	$30723	$30717	$32400	$31500	$27600
MECHANICAL	16	219	31830	32178	*	*	*	34	525	31195	32030	33840	31800	27256
METALLURGICAL	1	5	32220	33984	*	*	*	1	35	32220	32139	*	*	*
MINING (INCL GEOLOGICAL)	+	10	+	26638				2	16	30000	28961	*	*	*
NUCLEAR	3	3	32560	32560	*	*	*	4	10	32700	30060	*	*	*
PETROLEUM	+	18	+	35906				+	42	+	35866			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	1	37	31500	28417	*	*	*	2	72	30650	29255	*	*	*
INDUSTRIAL TECHNOLOGY	+	17	+	25000				+	19	+	24526			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	11	+	21990				+	20	+	22174			
ANIMAL SCIENCES	+	8	+	17411				+	11	+	17571			
PLANT SCIENCES	+	1	+	20000				+	3	+	21000			
NATURAL RESOURCES	1	2	18000	16000	*	*	*	1	3	18000	18000	*	*	*
OTHER AGRICULTURAL SCIENC	+	9	+	24556				+	11	+	23738			
COMPUTER SCIENCE														
COMPUTER SCIENCE	10	88	28311	30020	*	*	*	13	209	27251	29003	*	*	*
COMPUTER PROGRAMMING	+	4	+	28150				3	9	25343	27181	*	*	*
INFORMATION SCIENCES & SY	6	44	26567	28952	*	*	*	6	88	26567	27874	*	*	*
SYSTEMS ANALYSIS	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	31860				1	10	25800	22399	*	*	*
HEALTH SCIENCES	+	+	+	+				4	12	24434	21711	*	*	*
NURSING	+	1	+	27000				+	8	+	25650			
PHARMACY	3	5	38478	37787	*	*	*	3	10	38478	34905	*	*	*
SCIENCES														
ACTUARIAL	+	2	+	27650				+	5	+	30180			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	4	+	17663			
BIOLOGICAL	+	4	+	22750				+	17	+	21874			
CHEMISTRY	+	10	+	27896				+	17	+	26427			
GEOLOGY & GEOLOGICAL SCI	+	3	+	23000				+	7	+	21214			
MATHEMATICS	+	11	+	22039				2	43	19493	22817	*	*	*
PHYSICS	+	2	+	26550				+	5	+	25602			
OTHER PHYSICAL & EARTH SC	+	+	+	+				+	2	+	24000			
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	114	2180						258	5156					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18350 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	27691 53 37400/21500	22505 8			30800 1				23816 1
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL		24880 2	20000 1	28500 1	26760 1	25800 2	25310 4	17000 1	
BACHELOR - TECHNICAL						28500 1	31470 6		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL							30727 6		31352 30 35400/27256

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL	29800 1	32445 10	29305 7	36800 1	27791 14	30733 4	34883 15	31925 21 35400/30800	31177 7

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL									18500 1
BACHELOR - TECHNICAL	27500 1				25346 3	38478 3			

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL						27300 2			
BACHELOR - TECHNICAL			20000 1		26119 12	25900 1	25792 6		18000 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		26667 3	21267 3	20596 15					24202 2
BACHELOR - TECHNICAL				28350 4	19493 2				

AVERAGE SALARY OFFERS FEBRUARY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH								36800 1	
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	27000 1								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							